### Deutsche Telekom

October 2000 Dr. Ron Sommer, CEO



### Disclaimer

This presentation contains certain statements that are neither reported financial results nor other historical information. These statements are forward-looking statements within the meaning of the safe-harbor provisions of the U.S. federal securities laws. Because these forward-looking statements are subject to risks and uncertainties, actual future results may differ materially from those expressed in or implied by the statements. Many of these risks and uncertainties relate to factors that are beyond Deutsche Telekom's ability to control or estimate precisely, such as future market conditions, currency fluctuations, the behavior of other market participants, the actions of governmental regulators and other risk factors detailed in Deutsche Telekom's reports filed with the Securities and Exchange Commission. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date of this document. Deutsche Telekom does not undertake any obligation to publicly release any revisions to these forward-looking statements to reflect events or circumstances after the date of these materials.

Investors and security holders are advised to read the proxy statement/prospectus, as amended from time to time, regarding the business combination transactions between Deutsche Telekom AG and VoiceStream Wireless Corporation and between Deutsche Telekom AG and Powertel, Inc. referenced in these materials because it contains important information. The preliminary proxy statement/prospectus was filed with the Securities and Exchange Commission by Deutsche Telekom AG, VoiceStream Wireless Corporation and Powertel, Inc. Security holders may obtain a free copy of the proxy statement/ prospectus and other related documents filed by Deutsche Telekom AG, VoiceStream Wireless Corporation, and Powertel, Inc. at the Commission's website at www.sec.gov or at the Commission's public reference room located at 450 Fifth Street, NW, Washington D.C 20549 or at one of the Commission's other public reference rooms in New York, New York and Chicago, Illinois. Please call the Commission at 1-800-SEC-0330 for further information of the public reference rooms. The proxy statement/prospectus and the other documents may also be obtained from Deutsche Telekom by contacting Deutsche Telekom, Attention: Petra Michalscheck, Investor Relations, 140 Friedrich-Ebert-Allee, 53113 Bonn, Germany and/or Deutsche Telekom, Inc., Attention: Brigitte Weniger, 280 Park Avenue, 26th Floor, New York, New York 10017.

# Strategy (I)

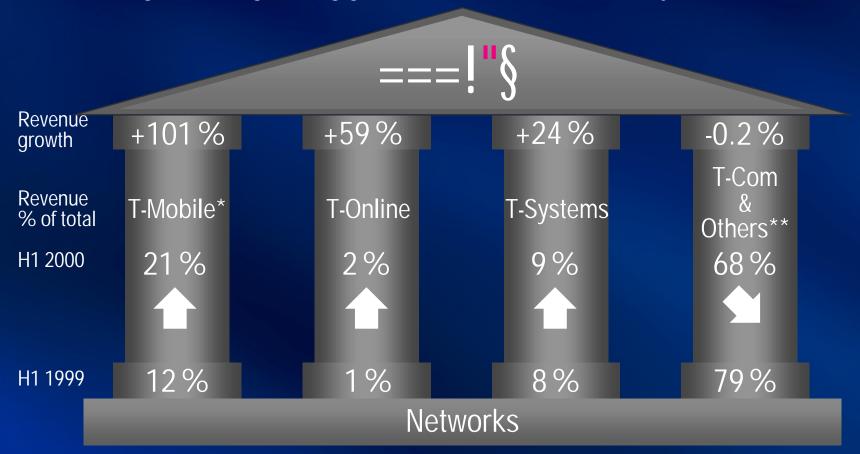
Deutsche Telekom has adopted a unique strategy ...

- T-Mobile
  - Creating the first global GSM operator
  - Leveraging large 2G subscriber bases to introduce mobile data and 3G services
- T-Online
  - Leveraging our subscriber leadership to develop e-commerce
  - Industry consolidator on a European scale
- T-Systems
  - Moving up the value chain in data communications
  - Achieving significant scale as a systems integrator
- T-Com
  - Reducing dependence on long-distance revenue
  - Building market leadership in broadband



# Strategy (II)

... which is generating strong growth in mobile, Internet, systems, and access



<sup>\*</sup> Including One2One and max.mobil..

Please note that this revenue breakdown deviates from our normal segment reporting according to FAS131.



<sup>\*\*</sup> Including all other activities such as Carrier Services, Value Added Service, Broadcasting and Broadband Cable, Terminal Equipment, MATÁV and SIRIS.

# Strong Operational Performance

million	H1/00	12/99	H1/99	Δ H1/00 FY/99	Δ H1/00 H1/99
Majority-controlled mobile subscribers	22.6	15.7	11.3	44%	100 %
■ Germany: T-Mobil (GSM)	13.4	9.1	6.8	47 %	97 %
■ U.K.: One2One	6.1	4.2	2.6	45 %	135 %
Austria: max.mobil.	1.8	1.5	1.1	20 %	64 %
■ Hungary: Westel*	1.3	0.9	0.8	44 %	63 %
T-Online accounts**	6.0	4.2	3.3	43 %	82 %
Telephone lines (incl. ISDN channels)	48.5	47.8	47.2	1%	3 %
of which: ISDN channels	15.3	13.3	11.7	15 %	31 %
■ residential customers***	7.0	6.0	5.0	17 %	40 %
business customers***	8.3	7.3	6.7	14 %	24 %

<sup>\*</sup> Held directly and indirectly by MATAV.



<sup>\*\*</sup> Including acquisition of Club Internet.

<sup>\*\*\*</sup> In 2000 SME-customers were transferred to the business customers segment.

# VoiceStream - The Right Transaction

A major strategic move

Right Market

U.S. is the most attractive wireless market globally

Right Time

Transaction timed just ahead of growth in U.S. mobile market

**Right Company** 

VoiceStream is the fastest growing operator in the U.S.

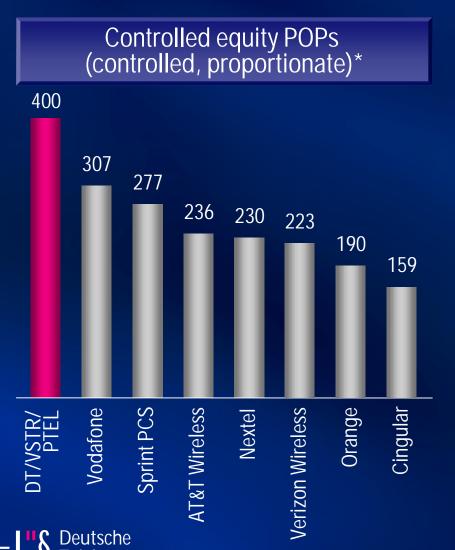
Right Management

Proven VoiceStream management team to lead American wireless business

Right Price

Price paid in line with precedent transactions on an enterprise value per POP basis

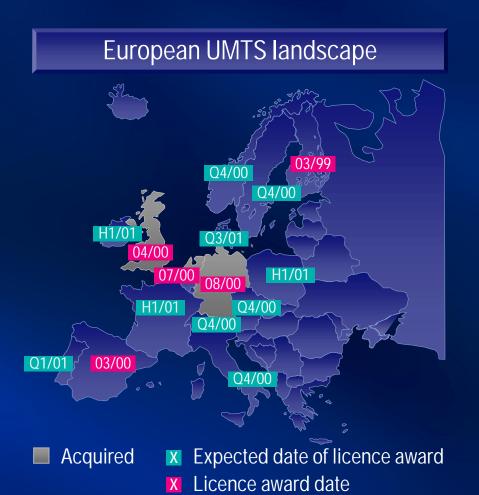
# Market Leadership: Leapfrogging Competition



- Ranks #1 globally with approx.
   400 million POPs (controlled, proportionate)
- Pure play mobile company with single technology
- Only GSM operator with controlling interests in the U.S. and major European markets
- Unparalleled transatlantic roaming opportunity
- Ideal platform to develop 3G (UMTS) services
- Based on proportionate ownership in the controlled companies.

### T-Mobile

#### Key UMTS licenses secured



#### Key countries

- 1. U.K.: GBP 4.0 billion (69 GBP per POP)
- 2. Germany: €8.5 billion (€104 per POP)
- 3. Netherlands: €395 million (€41 per POP)
- 4. No participation in Italy
- 5. Participate in beauty contest in Sweden

## T-Mobil

Strong growth and stable market shares



Source: Telecom-Handel; rounded individual percentages may add up to more than 100%.



## T-Mobil

Unprecedented subscriber growth in Germany





## One2One

### Convergence in market shares



Source: One2One



## One2One

Britain's fastest growing mobile network





## Mobile

#### Strong positioning in Central and Eastern Europe

	RadioMobil*	PTC**	Westel***	MTS****
Penetration H1 2000	27.0%	13.3%	22.1%	9%
Market share H1 2000	45.5%	43.8%	55.9%	53.0%
Subscribers H1 2000 (million)	1.3	2.2	1.3	0.6
Net revenues 1999 (€million)	297	614	427	338
EBITDA 1999 (€million)	88	126	182	159
Net income 1999 (€million)	23	- 33	117	80
Personnel (FTE - June 30, 2000)	1,848	2,804	1,380	1,496

<sup>\*</sup> Option exercised to increase indirect shareholding in RadioMobil from 41.4% to 52.0% in H1/2001.



<sup>\*\* 22.5%</sup> shareholding held by TMO, with further 22.5% held by Deutsche Telekom.

<sup>\*\*\* 51%</sup> held by MATAV (59.53% Deutsche Telekom) and 49% held directly by Deutsche Telekom.

<sup>\*\*\*\*</sup> Shareholding of 36.2 %.

### T-Motion

#### Mobile portal of choice



- Pan-European mobile portal of choice
- Provider of streamlined, selective content and services
  - Leverage TMO's subscriber base, T-Online's technical expertise and content relationships, and the T-brand
- Portfolio of must-have services (e.g. news, finance, organiser, travel)
- Service-centric approach focused on ease of adoption
- Focus on innovating mobility services

Services in Germany launched in 9/00

## T-Online

### Strong growth of subscribers and log-ins



- Subscribers\* June 2000:6.0 million(+13% compared with Q1/00)
- Log-ins Q2 2000\*\*: approx. 737 million (+11% compared with Q1/00)

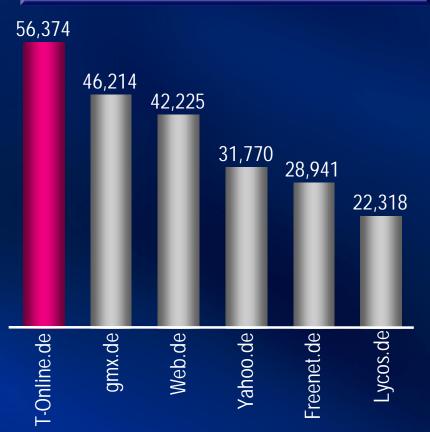
- Subscribers
- Log-ins
- \* Incl. 0.5 million subscribers of Club Internet.
- \*\* Incl. Club Internet. Source: T-Online.



# T-Online

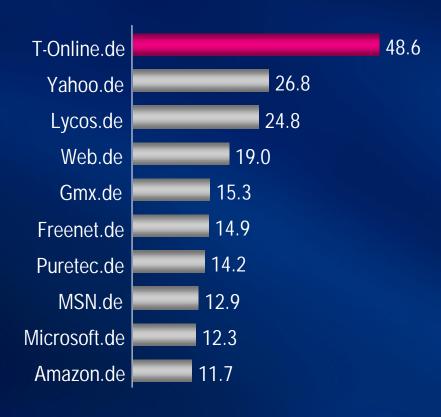
### The leading portal in Germany

Total minutes per month ('000)\*



\* Total minutes per month = residen tial unique visitors x average usage per month Source: Media Metrix Germany (June 2000), .de sites only

#### Reach of Top Ten .de sites (%)



Source: Media Metrix Germany (June 2000)



# Ya.com Key attractions

Iberia's Number 2 Portal

- 2 horizontal portals in Spain and Portugal
- 18 specialised vertical portals and various e-commerce sites
- 98.6 million page views (June)

Strong Independent Brand

- Reach above 50%
- 81 on-line advertising clients equivalent to 70-75% of total Spanish on-line advertisers

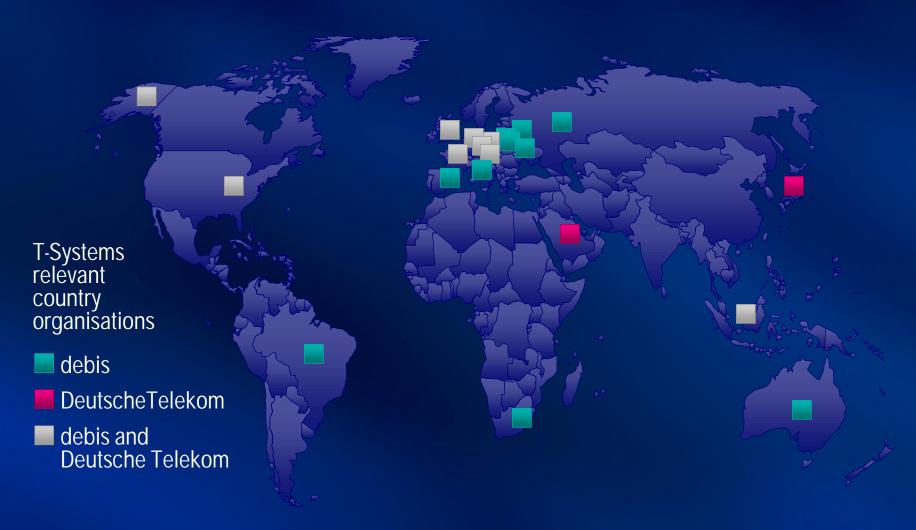
Experienced Management Team

- Previous top management relevant experience
  - Terra Networks
  - Add Pepper
  - Wanadoo

A market leader underpinned by significant Iberian growth potential

# T-Systems

International coverage in systems solutions expanding through debis





### **Network Communications**

Decreasing domestic and international long-distance call charges to 8% of total revenues

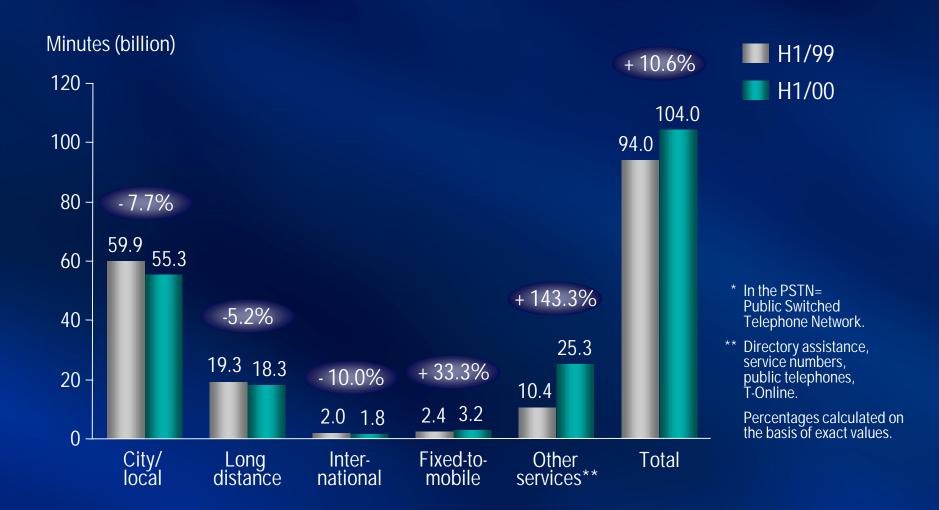
	% of total revenue			
€ (million)	H1/00	H1/99	H1/00	H1/99
Call charges (total) - of which domestic and international LD Access charges*	4,361 1,576 3,251	5,343 2,325 3,136	22.7 8.2 16.9	31.9 13.9 18.7
Network communications	7,612	8,479	39.6	50.6
Consolidated net revenues	19,213	16,758	100.0	100.0

<sup>\*</sup> Including connection fees and other network services.



### Call Minutes\*

### Overall volume growth continuing





## T-Com

Broadband: T-DSL tariff initiative started in August will boost growth





### Deutsche Telekom

A unique growth story

- Closing of Voice Stream number one priority
- Significant push in mobile data: GPRS and T-Motion
- Extending T-Online's market leadership to the broadband world
- Creation of T-Systems as the second largest systems integrator in Europe
- Becoming Europe's premier DSL provider

